

Cold Damage, Now What?

Vineyards

With known challenges in yield coming our way, it is time to identify opportunities in our existing businesses.

Not all items listed will work for every business but this worksheet is intended to guide your team through some strategic thinking.

Gather your team and invite out of the box ideas.

INSURANCE

- ☐ Contact Production Insurance and book an appointment at 1-888-332-3352
- ☐ [Enroll or File Notice of Loss](#)
- ☐ [AgriStability](#) Each year, you must enroll in the program, pay your fee and submit a form by the applicable deadlines. Starting with the 2023 program year, the compensation rate under AgriStability will increase from 70% to 80%. You may receive a payment if your production margin in the current year falls below your historical reference margin by more than 30%. AgriStability covers 80% of the loss for every dollar below the threshold.
- ☐ [AgriInvest](#): Each year, producers can deposit up to 100% percent of their Allowable Net Sales (ANS) into an AgriInvest account and receive a matching government contribution for the first 1.0%. For example, a producer with \$100,000 in ANS could deposit up to \$100,000 and federal and provincial governments would make a matching contribution totaling \$1,000.

ASSESS VINEYARD CONDITIONS (aside from bud damage)

- ☐ Start with a map of varieties - Google Earth or Canva are free options for maps. Overlay varieties and blocks
- ☐ Look at your yields for the last 4 years by variety. [Use this template](#) if you don't have one already (please download before filling in).

- ☐ Where are different soils and irrigation types located, pest pressure, differences in vigor - how does your replacement variety suit these conditions?

- ☐ Which varieties survived/thrived and which have potential to thrive in your vineyard

- ☐ Prioritize vineyard blocks/varieties

Which varieties are the least productive? Consider renewal cuts in a percentage of the vineyard each year for the next 5 years to get back to optimal performance. Renewal should be a part of the vineyard management plan every year for maintenance.

PLAN FOR THE FUTURE

- ☐ Visit the [Best Practice Guide here](#) for info on site selection, growing degree days, varieties, trellising and vineyard establishment information.
- ☐ Collect Quotes and prioritize activities to prepare your vineyard for replant. If available/successfully collected funding doesn't cover all expenses, be prepared to identify steps toward recovery:
- Disking - does equipment need to be rented
 - Amendments - include delivery fees in quote

- Trellis or Irrigation upgrades - a detailed irrigation map/plan
- Cover cropping adjustments to consider: Overhead or Microjet sprinklers, seeding equipment - include in your irrigation plan

If funding becomes available, be prepared to apply for it promptly by having quotes and prioritized shopping lists and evidence of reasonable and viable plans.

- ☐ Tap into this resource: [Financial Planning Information For Replanting and Establishing a VINIFERA Wine Grape Planting](#)
- ☐ Contact clean virus free vine supplier to determine lead times for your preferred plant material <https://www.cgcnc-cccv.ca/site/grapevine-certification-interim>

GET RESOURCEFUL

- ☐ Apply for your FREE Environmental Farm Plan through IAF [here](#) for access to \$200,000 worth of cost share funding programs.
- ☐ Complete the free online vineyard assessment at sustainablewinegrowingbc.ca (pro tip: there is a pdf version in the Resources tab called Y0E Criteria Checklist)
- ☐ Attend the SWBC Group Onboarding Session at Okanagan College, Penticton on Feb 21 from 10-2pm. RSVP to info@sustainablewinegrowingbc.ca
- ☐ Attend the upcoming Town Hall Events hosted by BCWGC & WGBC
 - ☐ Summerhill Pyramid Winery, Kelowna
February 21 – 9:30 am to 11:30 am
 - ☐ Penticton Lakeside Hotel, Penticton
February 21 – 1:30 pm to 3:30 pm
 - ☐ Watermark Beach Resort, Osoyoos
February 22 – 10:30 am to 12:30 pm
- ☐ Complete the free [Vineyard Management Plan](#) from the SWBC Resource tab (Includes Integrated Pest Management plan and Nutrient Management Plan)

SHARPEN BUSINESS ACUMEN



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- ☐ Visit this site to get comfortable with cash flow projection and the business side of farming [Cash flow planning from Farm Credit Canada](#)
 - ☐ Go here for a [Business Plan Template and Cash Flow Forecasting Tool](#)
 - ☐ Succession planning might be a more relevant topic now than ever before. Look at ownership and senior staff and consider how many years are ahead in their careers. Identify incoming leadership if applicable.
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- ☐ If your business will be passed on to family members at some point, is it in the best condition for that transition to be smooth? Are there some actions that could help with this that could be taken now?
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- ☐ Access additional information on [succession planning here](#)
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